

Message Text

UNCLASSIFIED

PAGE 01 RIYADH 00673 231239Z

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 STR-07 FTC-01 OPIC-06

L-03 TRSE-00 SP-02 CIAE-00 INR-10 NSAE-00 AID-05

OMB-01 /054 W

-----084094 232024Z /75

R 231137Z AUG 78

FM USLO RIYADH

TO SECSTATE WASHDC 650

INFO AMEMBASSY JIDDA

AMCONSUL DHAHRAN

UNCLAS RIYADH 673

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: SAUDI POLICY ON USE OF AGENTS

REF: A) STATE 210903 B) DHAHRAN 1024

1. AS FAR AS USLO KNOWS, REF B IS CORRECT ADVICE EXCEPT FOR ONE POINT IN PARA TWO. THE FIVE PERCENT AGENT COMMISSION CEILING APPLIES TO GOVERNMENT TENDER AGENTS. SALES COMMISSIONS FOR PRODUCTS CAN BE ANY AMOUNT NEGOTIATED BETWEEN MANUFACTURER AND AGENT.

2. REF B, PARA 4 IS CORRECT IN THAT SAUDI COMMERCE MINISTRY AND COMMERCIAL COURTS ARE NOT LIKELY TO FAVOR AL IGBAL WHEN WYANDOTTE IS TRYING TO ACTUALLY LOWER ITS PRICE IN THE MARKET. U.S. FIRM MAY TELL ITS AGENT IT WILL APPROACH PRICE-GOUGING AUTHORITIES IF AGENT DOES NOT AGREE TO DIRECT SALES DESCRIBED REF A.
GRANINGER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
Errors: N/A
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Film Number: D780345-0524
Format: TEL
From: RIYADH
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780832/aaaabavx.tel
Line Count: 43
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Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: f2c3305d-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
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Reference: 78 STATE 210903, 78 DHAHRAN 1024
Retention: 0
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Secure: OPEN
Status: NATIVE
Subject: SAUDI POLICY ON USE OF AGENTS
TAGS: BEXP, SA
To: STATE
Type: TE
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